

Message Text

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DRAFTED BY EB/OA/AN:AJRIMAS:LO:CJS
APPROVED BY E:RNCOOPER
EB/TRA:JRATWOOD
EB/OA:MHSTYLES
EUR/CE:SKLINGEMAN
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O 300029Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY BONN IMMEDIATE

UNCLAS STATE 219912

E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: CIVAIR: US-FRG NEGOTIATIONS

1. TO AVERT POSSIBLE EARLY FRG REJECTION OF US "OPEN SKIES"
PROPOSAL, EMBASSY IS INSTRUCTED TO DELIVER FROM UNDER
SECRETARY RICHARD COOPER TO ECONOMIC MINISTER LAMSDORFF
FOLLOWING TEXT LETTER:

2. "DEAR MR. MINISTER: AIR TRANSPORT NEGOTIATIONS BETWEEN
OUR TWO COUNTRIES ARE SCHEDULED TO START ON SEPTEMBER 12
IN BONN. IN ADVANCE OF THESE TALKS, THE UNITED STATES
GOVERNMENT WILL DELIVER TO THE GERMAN FEDERAL GOVERNMENT
A PROPOSAL FOR REACHING A NEW AIR TRANSPORT AGREEMENT.
THE GENERAL OUTLINES OF THE PROPOSAL HAVE ALREADY BEEN
PUBLICALLY CIRCULATED BECAUSE OF DOMESTIC CONGRESSIONAL
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CONSIDERATIONS.

3. THE UNITED STATES PROPOSAL FOLLOWS THE RECENT GUIDE-
LINES ISSUED BY PRESIDENT CARTER, AND THUS ESPOUSES A
LIBERAL AND COMPETITIVE AVIATION REGIME. THE PROPOSAL
DEPARTS FROM THE TRADITIONAL, RESTRICTIVE BILATERAL
ARRANGEMENTS BETWEEN OUR GOVERNMENTS, AND THUS WILL

UNDOUBTEDLY MEET SOME RESISTANCE IN YOUR COUNTRY JUST AS IT HAS HERE IN THE UNITED STATES. OUR PROPOSAL IS, NEVERTHELESS, CONSISTENT WITH THE GENERAL, LIBERAL TRADE POLICIES IN EXISTENCE BETWEEN OUR TWO GOVERNMENTS, POLICIES WHICH ALL TOO RARELY ARE APPLIED TO TRANSPORTATION MATTERS. OUR GOAL IS TO ENCOURAGE ADDITIONAL ECONOMIC OPPORTUNITIES, AND IN THIS SPIRIT WE HAVE OFFERED ACCESS TO GERMAN AIRLINES TO THE ENTIRE UNITED STATES MARKET.

4. ACCORDINGLY, I REQUEST THAT THE FORTHCOMING U.S. PROPOSAL BE REVIEWED IN ITS ENTIRETY BY YOUR GOVERNMENT FROM THE PERSPECTIVE OF ACHIEVING BROAD ECONOMIC POLICY GOALS WHICH ARE OF CONCERN TO BOTH OF US. IN VIEW OF THE WIDE RAMIFICATIONS OF THIS PROPOSAL, I BELIEVE THAT IT SHOULD NOT BE LEFT SOLELY TO THE JUDGMENT OF OUR TECHNICAL EXPERTS BUT SHOULD BE ADDRESSED AT AN APPROPRIATE LEVEL WITH OUR BROAD TRADE POLICIES IN MIND. WITH BEST PERSONAL REGARDS, DICK" CHRISTOPHER

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